

Message Text

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14

ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 COME-00 /030 W

----- 086276

R 061010Z APR 76

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 4157

INFO AMEMBASSY ATHENS

AMEMBASSY JIDDA

AMEONSUL DHAHRAN

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

UNCLAS ABU DHABI 0881

ATHENS FOR RTDO - LEFEAVER

E.O. 11652: NA

TAGS: BEXP, BTRA, TC

SUBJ: TRAVEL OF PETER SUTHERLAND

1. EMBASSY AND DUBAI OFFICE PREPARED TO BE OF ASSISTANCE TO SUTHERLAND, BUT WILL BE UNABLE TO ORGANIZE SMALL RECEPTIONS ON HIS BEHALF. WORKLOAD IS NOT ONLY FACTOR. EVEN SMALL RECEPTIONS IN UAE ARE RATHER EXPENSIVE WITH TURNOUT INVARIABLY SMALL. THIS IS ESPECIALLY THE CASE WHEN HOST IS UNKNOWN TO LOCAL BUSINESSMEN. RECOMMEND SUTHERLAND RELY ON INDIVIDUAL APPOINTMENTS AND POTENTIAL ASSISTANCE OF ABU DHABI AND DUBAI CHAMBERS OF COMMERCE.

2. SUTHERLAND SHOULD BE AWARE THAT UAE MERCHANTS, PARTICULARLY IN ABU DHABI, HAVE RELATIVELY POOR ENGLISH PROFICIENCY WHICH MAKES THEM RELUCTANT TO PARTICIPATE IN GROUP SEMINARS, MEETINGS, CONFERENCES, ETC. SUTHERLAND MAY WISH CONSIDER INVITING EXPATRIATE

GENERAL MANAGERS TO CONFERENCE RATHER THAN UAE

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OWNERS. ANOTHER POTENTIAL AND SUBTLE OBSTACLE TO

PARTICIPATION MAY BE VERY STRUCTURE OF PROPOSED
BUSINESS CONFERENCE. UAE BUSINESSMEN MAY BE
HESITANT TO ATTEND CONFERENCE WITH IRANIANS.

3. SUGGEST SUTHERLAND TELEX ABU DHABI CHAMBER OF
COMMERCE (HASSAN SHALABY, TELEX: 2449 TIJARA) AND
DUBAI CHAMBER (ADNAN INAYEH, DIRECTOR OF FOREIGN
RELATIONS, TELEX 5997 DB) EXPLAINING PURPOSE OF VISIT
AND REQUESTING APPOINTMENTS.
STERNER

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NNN

Message Attributes

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